








C1C96000421
(cont.)

X Collection

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Barcode Number	Box Number	Total of Volumes	Call Number
LIBRARY OF CONGRESS  0 021 174 460 1	620A	140	<i>no. 1 in oversize box</i> HF3624.Z9-HF3800.H3
LIBRARY OF CONGRESS  0 021 174 461 3	620B (old 624)	14	HF5001.B85-HF5001.R7
LIBRARY OF CONGRESS  0 021 174 462 5	621A	78	HF5349.C9R4-HF5415.Z9 <i>no. 79</i> <i>no. 13 in oversize box</i>
LIBRARY OF CONGRESS  0 021 174 463 7	621B	8	HF5415.Z9 (1946) no. 80-87
LIBRARY OF CONGRESS  0 021 174 464 9	622	10	HF5429-HF5429.P5
LIBRARY OF CONGRESS  0 021 174 465 0	623A	7	HF5437.N3-HF5441.F4
LIBRARY OF CONGRESS  0 021 174 466 2	623B	18	HF5465.U5A4-HF5549.5.T7
	624	—	Now 620B

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X-HF 5437

N3

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Manual

I.

Procedure for Organizing and Conducting
A Series of Forum-Discussion Meetings
for Experienced Purchasing Agents

on

PURCHASING ADMINISTRATION



II.

Procedure for Organizing and Conducting
A Classroom Course for Beginners
in the Field of Purchasing

on

BASIC PURCHASING POLICIES AND PROCEDURES



NATIONAL ASSOCIATION OF PURCHASING AGENTS

New York, N. Y.

How To Train Men
For
Route Management



How To Train Men
For
Route Management



HOW TO BE

K-HF 5438

#4

A
STAR
SALESMAN

by

UNIT ONE

*Business and
Salesmanship*

Ken H. Neithorn

X-HF5438

#15

SUGGESTIONS FOR
SALES TRAINING
MEETINGS



July 1950

Sales Personnel Division

UNITED STATES STEEL CORPORATION
OF DELAWARE
PITTSBURGH, PENNSYLVANIA

XHF 5438

#16

Harry Riemers

BRIEF FOR SALESMEN

THE FRONT LINE OF INDUSTRY

XHF5441

F4

#7

in cammino...

DIRETTIVE
E ISTRUZIONI
PER I VENDITORI
GROVAGHI

EDIZIONI DE "IL COMMERCIO AMBULANTE"